

Summary Analysis of Income Statement per Attorney Basis

For the periods ending October 2018 and October 2017

	YTD				Per Attorney			
	<u>2010 \$</u>	<u>2009 \$</u>	<u>Variance \$</u>	<u>Variance %</u>	<u>2010 \$</u>	<u>2009 \$</u>	<u>Variance \$</u>	<u>Variance %</u>
Net Fees Received	164,248,180	161,045,843	3,202,337	2.0	576,309	646,770	(70,461)	(10.9)
Other Revenue	3,106,414	1,550,633	1,555,781	100.3	10,900	6,227	4,672	75.0
Total Revenue	<u>167,354,594</u>	<u>162,596,476</u>	<u>4,758,118</u>	<u>0.96</u>	<u>587,209</u>	<u>652,998</u>	<u>(65,789)</u>	<u>(10.07)</u>
Salaries - Legal	48,727,963	45,743,239	2,984,724	6.5	170,975	183,708	(12,732)	(6.9)
Salaries - Paralegal	0	0	0	0.0	0	0	0	0.0
Salaries - Non-Legal	11,569,315	10,240,536	1,328,779	13.0	40,594	41,127	(533)	(1.3)
Other Employee Costs	10,982,351	8,884,199	2,098,152	23.6	38,535	35,680	2,855	8.0
Occupancy Costs	15,639,132	12,374,855	3,264,276	26.4	54,874	49,698	5,176	10.4
Professional Activities	1,354,582	1,367,372	(12,790)	(0.9)	4,753	5,491	(739)	(13.4)
Insurance	888,385	686,955	201,431	29.3	3,117	2,759	358	13.0
Taxes	4,363,414	3,190,290	1,173,124	36.8	15,310	12,812	2,498	19.5
Professional Services	1,866,406	2,862,852	(996,446)	(34.8)	6,549	11,497	(4,949)	(43.0)
Communications Costs	849,326	670,629	178,697	26.6	2,980	2,693	287	10.6
Library	586,206	121,587	464,618	382.1	2,057	488	1,569	321.2
General Office Expense	3,408,325	2,694,640	713,686	26.5	11,959	10,822	1,137	10.5
Contributions	666,015	944,845	(278,830)	(29.5)	2,337	3,795	(1,458)	(38.4)
Interest Expenses	312,977	222,872	90,104	40.4	1,098	895	203	22.7
W/O Client Disbursements	1,359,982	1,671,019	(311,037)	(18.6)	4,772	6,711	(1,939)	(28.9)
Income before Dep/Amort	<u>102,574,380</u>	<u>91,675,892</u>	<u>10,898,488</u>		<u>359,910</u>	<u>368,176</u>	<u>(8,266)</u>	
Depreciation/Amortization	3,119,990	2,009,851	1,110,139	55.2	10,947	8,072	2,876	35.6
Total Expense	<u>105,694,370</u>	<u>93,685,743</u>	<u>12,008,627</u>	<u>1.18</u>	<u>370,857</u>	<u>376,248</u>	<u>(5,391)</u>	<u>(1.43)</u>
Net Income (loss)	<u>61,660,224</u>	<u>68,910,733</u>	<u>(7,250,509)</u>		<u>216,352</u>	<u>276,750</u>	<u>(60,398)</u>	
Attorney headcount					285.0	249.0	36.00	14.5%